



**UPPER SOUTH CAROLINA CHAPTER  
INSTITUTE FOR SUPPLY MANAGEMENT  
CAROLINAS - VIRGINIA, INC.**

PO Box 5483  
Greenville, SC 29606

Website: <http://www.ismscupstate.org>

President  
Anthony Napoli, M.S.M., CBM,  
Lifetime C.P.M.  
(864) 578-1951  
[President@ismscupstate.org](mailto:President@ismscupstate.org)

First Vice President  
Program Chair  
Tom Higginbotham, Lifetime  
C.P.M., CPIM  
Parker Hannifin  
(864) 590-6371  
[FirstVP@ismscupstate.org](mailto:FirstVP@ismscupstate.org)  
[Program@ismscupstate.org](mailto:Program@ismscupstate.org)

Second Vice President  
Sandrah Parker  
Jostens, Inc.  
(864) 683-1040  
[SecondVP@ismscupstate.org](mailto:SecondVP@ismscupstate.org)  
[Attendance@ismscupstate.org](mailto:Attendance@ismscupstate.org)

Treasurer  
Shirley Seigle, C.P.M.  
Greenville Hospital System  
(864) 455-7909  
[Treasurer@ismscupstate.org](mailto:Treasurer@ismscupstate.org)

Secretary  
Judy Britt, Lifetime C.P.M.  
CeramTec  
(864) 682-1165  
[Secretary@ismscupstate.org](mailto:Secretary@ismscupstate.org)

Professional Development  
Anthony Napoli, M.S.M., CBM,  
Lifetime C.P.M.  
(864) 578-1951  
[ProD@ismscupstate.org](mailto:ProD@ismscupstate.org)

Employment Services  
David Mason  
Spartanburg Housing Authority  
(864) 598-6021  
[Employment@ismscupstate.org](mailto:Employment@ismscupstate.org)

Public Relations  
Donald A. Dietz  
Drive Automotive Industries of  
America  
(864) 277-4200  
[PR@ismscupstate.org](mailto:PR@ismscupstate.org)

Past President  
Open  
[PastPresident@ismscupstate.org](mailto:PastPresident@ismscupstate.org)

**The Next Meeting – February 7, 2008  
"South Carolina and the UCC" presented by Marsha Hass,  
MBA, JD**

**See Chapter Web-site for other information**

5:30 Registration/Social/Networking  
6:10 Meeting and dinner starts  
7:00 speaker presentation

**President's Message**

By Anthony Napoli, M.S.M., CBM, Lifetime C.P.M.

I hope that every one of our members had a happy and joyous holiday season. With this newsletter we find everyone back at work and dealing with old and new challenges. Now is the time to commit yourself to attending the Chapter meetings. Over the years of teaching the C.P.M. Review I have seen that no matter what industry a Purchasing professional is in, the more similarities exist in how they do their job. ISM-CV and the Upper SC Chapter offer you the opportunity to interact and share ideas with others. As the old saying goes, "Why re-invent the wheel?" I look forward to seeing each of you at the upcoming Chapter meeting.

With the Uniform Commercial Codes being updated and there seems to be a good chance that Incoterms will replace F.O.B. terms, the Upper SC Chapter has engaged a premier speaker, Marsha Hass, to provide an in-depth comparison of both. Register today, space is limited, and a great deal at \$149.00 for the seminar, breaks, and lunch. Marsha has presented to the Chapter before and provided an excellent, informative, and entertaining presentation.

**February 8, 2008**

**"Legal Aspects of Incoterms 2000 versus UCC F.O.B. Title Transfer, Cost, and Insurance" by Marsha Hass**

**Upstate Supply Chain Coalition:**

**A tour of Thomas Creek Brewery** \*limited to first 40 people February 15, 2008 3:00 PM at the Thomas Creek Brewery on 2054 Piedmont Highway Greenville, SC for members \$10 and non-members \$35.

**I look forward to seeing each of you on February 7th  
for the Chapter meeting and on February 8<sup>th</sup> for the seminar.**

**Chapter Attendance 1**

	<b>2006-07</b>	<b>2007-08</b>	<b>Difference</b>
<b>September</b>	39	29	-10
<b>October</b>	31	21	-10
<b>November</b>	25	18	-8
<b>December</b>	21	15	-6
<b>February</b>	17		
<b>March</b>	30		
<b>April</b>	8		
<b>May</b>	13		
<b>Total</b>	184		

As you can see we have a challenge to meet and increase our attendance numbers from last year. The Board has set a goal of increasing attendance by 10% and we need your help to make that goal. Come to the next Chapter meeting, and bring a colleague.

**Survey results: November Meeting**

		Complete	Partially	Not At All
A	Interesting and Applicable	7	1	0
B	Knowledge Gained	7	1	0
C	Future Value	5	3	0

**Written comments:**

- Interesting operation
- Thanks, Good tour
- Very thorough in learning scope of Spartanburg Steel Products

I encourage each of you to submit any ideas for a topic and/or a speaker to any of the Board members in person, or by e-mail. We are already discussing topics and speakers for next year. We are currently pursuing a date to schedule Norbert Ore sometime after September 2008 since he is already booked through our May meeting. Let us know of any ideas and I will maintain the list as part of the newsletter.

<b>Survey Summary Averages</b>			
	Complete	Partial	Not At All
Interesting & Applicable	10.5	3.0	0
Knowledge Gained	10.8	2.8	0
Future Value	9.8	3.8	0
<b>Number Responding</b>	13.5	0	0

For four (4) meetings

Recommended topics received to-date:

“How to influence purchasing policy & compliance in a large organization,”